



RBC Financial Group

RBC Financial Group is one of North America's leading diversified financial services companies, and Canada's largest bank. A world-class financial institution, RBC has one of the most important mission-critical networks in Canada.

BUSINESS ISSUE

RBC was faced with ever-growing bandwidth demands, and needed to add capacity to its existing OC48 network. At the time, RBC was using one OC48 circuit, provided as a managed service, to connect its data centers in southern Ontario.

However, with increasing storage growth and regulatory requirements for data replication, RBC estimated that it would need to expand from the single OC48 to six or eight times that capacity over the next ten years.

Anticipating that a managed service for the additional bandwidth would be expensive, RBC began to consider a private network that would let it scale its network with ease and the least expense. Detailed analysis showed that a private network with leased fiber would deliver significant savings over a managed service.

MERITON SOLUTION

After thoroughly evaluating various vendor offerings, RBC selected the Agile Optical Networking portfolio of products from Meriton Networks. Significant cost savings (compared to managed services), scalability and 'enterprise manageable' products were cited as the key reasons for the decision. RBC realized that Meriton's scalable Gigabit Ethernet (Gig E) transport system could connect its key data centers efficiently, allowing the company to expand its industry-leading services and customer care while protecting the security of its customers' data.

In early 2006, RBC deployed the following components of Meriton's Agile Optical Networking architecture:

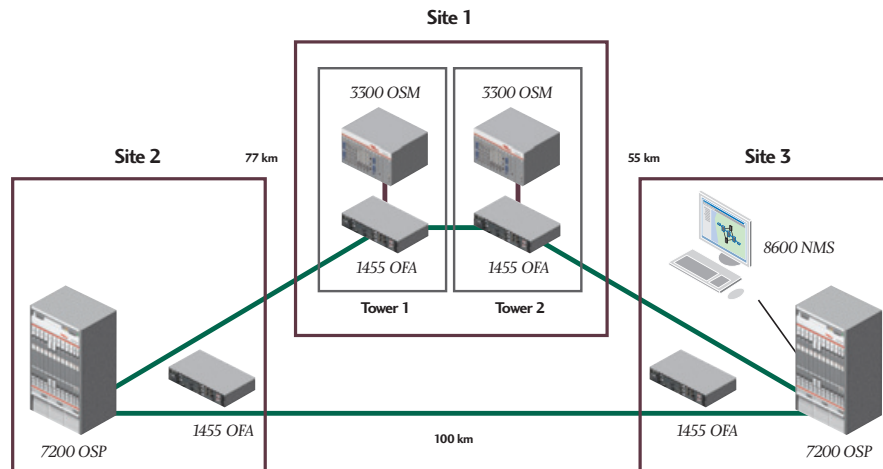
- 7200 OSP (Optical Switching Platform) for metro WDM transport
- 3300 OSM (Optical Services Multiplexer) for metro access
- 1455 OFA (Optical Fiber Amplifiers) to extend reach up to 600 km
- 8600 NMS (Network Management System) to fully manage the end-to-end networking
- 8300 EMS (Element Management System) for field commissioning and provisioning

BENEFITS

- Scalability — Leading the industry in density, the Meriton infrastructure enables RBC to scale to 320 Gb/s of capacity (in half a rack) without any additional shelving. Adding wavelengths simply requires additional cards.
- Flexibility — With the Meriton network, RBC can change line interfaces (for instance, from OC48 to Gig E) entirely through software controls, making it easy to adapt the network to future needs
- Management simplicity — Integrated wavelength switching on the Meriton 7200 OSP eliminates the need for additional switching and grooming equipment, ensuring simplified end-to-end management
- Performance assurance — Layer 1 performance monitoring, including bit error rate monitoring and embedded comprehensive diagnostic capabilities, ensures rapid fault isolation and remedy from a centralized management site
- Security — An important feature in a mission-critical network, the optical reliability of the Meriton infrastructure provides RBC with a reliable, redundant, secure network
- Lowest total cost of ownership — With a focus on its bottom line, RBC has conducted a business case analysis that shows that deploying Meriton’s private network on leased dark fiber costs less than using a managed service

TESTIMONIAL

“With ever increasing storage growth and requirements for data replication, being able to scale our network with ease and at the least expense was paramount,” said Dick Swadley, executive vice-president, IT Infrastructure, RBC Financial Group. “As a bank, we’re naturally focused on the bottom line, and we’re very pleased with the financial benefits we’re already deriving from the Meriton solution.”



ABOUT MERITON NETWORKS INC.

Meriton Networks Inc. has developed the industry’s first unified end-to-end Agile Optical Networking (AON) architecture, a crucial element for carrier and enterprise migration to next-generation IP services networks. A flexible, scalable, future proof infrastructure capable of multi-service, multi-topology support, the Meriton AON architecture equips telecommunications networks with the capabilities needed for the Broadband Revolution, including rapid service deployment with one-time node engineering and zero-touch, automated provisioning under a unified control plane. With metro access, metro core and regional extension products, all fully managed by a best-in-class suite of network planning and management tools, Meriton Networks gives network operators a single source for the rapid, cost-effective delivery of high-speed services.

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